

VA Agribusiness Development Services

A Presentation to the
VACAN

Richmond

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VIRGINIA DEPARTMENT
OF AGRICULTURE AND
CONSUMER SERVICES

...Why Agriculture??...

Economic considerations

- ◆ **\$35.9 billion in annual sales**
- ◆ **\$19.5 billion contribution to GSP (11.2%)**
- ◆ **388,000 jobs**



Agribusiness Development Services

**... Our primary purpose: jobs and
investment in agriculture**



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...What do we mean by the terms “Agriculture/Agribusiness”?

- ◆ Traditional agricultural production & inputs
- ◆ Food, tobacco processing, wineries, and cotton textiles
- ◆ Transportation, wholesaling and retailing of agricultural products
- ◆ Agri Tourism



Agribusiness Development Services

... How do we impact jobs and investment in Agriculture?

- ☑ assistance with expansions of existing agribusiness**
- ☑ development of value-added agribusiness ventures**
- ☑ job retention assistance**
- ☑ recruitment of new business**



Agribusiness Development Services

... How do we assist Agribusinesses?

- ☑ Site Selection (with VEDP/local economic developers)**
- ☑ Agribusiness Infrastructure Development**
- ☑ Business Plan Development (with SBDC)**
- ☑ Financing (with SBFA & USDA)**
- ☑ Regulatory Assistance**

Agribusiness Development Services

- ◆ **Governor's Net Agricultural Receipts Initiative**
- ◆ **Governor's Wine Study Initiative**
- ◆ **Agricultural Vitality Program**
 - Farm Business Transition**
 - Farmland Preservation**

Net Agricultural Receipts Report

- Creation of Secretariat of Agriculture and Forestry
- Secretary Robert Bloxom
- Deputy Secretary Bill Dickinson

Governor Warner's Virginia Works Initiative

- Based on agricultural growth data, commodity production trends, regional economic comparisons.

Economic Factors

- **Economies of Scale – large enough to realize economic efficiencies**
- **Market Power – large enough to achieve a significant market advantage in price and volume**



VA Works Initiative

- **Specialty Agriculture Component**
- **High Value Products versus Commodities**
- **Value-Added Consumer-Ready Products**

Nursery/Greenhouse Operations



Strange's Florist
Mechanicsville, Virginia

Wholesale Nurseries

Greenhouse vegetable producers

Wine Grapes



-Linden Vineyards
Linden, Virginia

Wineries and Vineyards

Food Processing

- *Confections*
- *Meat Snacks*
- *Salad Dressing*
- *Peanut Butter*
- *Home Replacement Meals*

-*World's Best Cheesecake*
Ashland, Virginia



Virginia Works Initiative

- Funding for agriculture development, marketing and research / extension on specialty agriculture.
- VA Dept. of Agriculture and Consumer Services
- Virginia Tech
- Virginia State University

Genetics & Biotechnology

A wide-angle photograph of a lush green sorghum field. The plants are densely packed and reach a height of about 6-7 feet. The background shows a clear blue sky and a distant line of trees.

Heritage Farms, LLC
Charles City, Virginia

The Future of VA Agriculture

- **Business Alliances – strategic partnerships to gain greater market presence**
- **Integration: Production - Processing - Consumer**



Agribusiness Development Services

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